

## Message Text

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ACTION EB-07

INFO OCT-01 NEA-09 ISO-00 COME-00 TRSE-00 OPIC-06 AID-05

CIAE-00 INR-07 NSAE-00 /035 W  
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R 290830Z MAR 75

FM USINT BAGHDAD

TO SECSTATE WASHDC 1820

INFO AMEMBASSY BEIRUT

UNCLAS BAGHDAD 340

DEPARTMENT PASS COMMERCE AND AGRICULTURE

E.O. 11652: N/A

TAGS: ECRP, BEXP, IZ

SUBJECT: BEST PROSPECTS FOR US EXPORTS TO IRAQ IN FY 75

REF: (A) STATE A-6238, AUGUST 7, 1974; (B) BAGHDAD 522 OF  
8/21/74

1. FOLLOWING IS ROUGH USINT ESTIMATE ABOUT US EXPORT  
POTENTIAL TO IRAQ IN 1975, BASED ON US EXPORT STATISTICS  
THROUGH NOVEMBER 1974 AND IRAQI IMPORT STATISTICS THROUGH  
JUNE 1974. ASSUMES IN MOST AREAS US COMPETITIVE WITH  
WESTERN AND EASTERN EUROPE AND JAPAN.

2. POST STANDS BY EARLIER ESTIMATES THAT IRAQ IS BECOMING  
50 MILLION DOLLAR PER MONTH (OR 600 MILLION DOLLARS PER  
YEAR) MARKET FOR US CIVILIAN EXPORTS. CONCEIVABLE THAT  
THIS CAN INCREASE TO 80 MILLION DOLLARS PER MONTH (960  
MILLION DOLLARS PER YEAR) WITHIN NEXT SIX MONTHS TO ONE  
YEAR IF US BUSINESSMEN WILL PAY MORE ATTENTION TO WHAT  
IS STILL ESSENTIALLY VIRGIN TERRITORY FOR US SALES.

3. CATEGORIES OF US ESTIMATED VALUE IN FY 75  
PRODUCTS (MILLION DOLLARS)

A. FOOD GRAINS (ESPECIALLY  
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RICE, WHEAT) 200 - 300

B. HEAVY INDUSTRIAL EQUIPMENT	90 - 120
C. LIGHT INDUSTRIAL EQUIPMENT	60 - 80
D. BUILDING MATERIALS	50 - 70
E. HEALTH CARE INDUSTRIES	40 - 60
F. ENERGY SYSTEMS	20 - 40
G. COMMUNICATIONS EQUIPMENT AND SYSTEMS	20- 40
H. OFFICE MACHINERY AND COMPUTERS	20 - 30
I. CARS AND TRUCKS	15 - 25
J. FOOD PROCESSING AND PACKAGING EQUIPMENT	5 - 10
TOTALS	515 - 775

4. TWO OTHER CATEGORIES WHICH OUGHT TO BE KEPT IN MIND, AT LEAST IN THE ABSTRACT, ARE INVISIBLES AND MILITARY HARDWARE. (A) INVISIBLES: ALMOST EVERY IRAQI CONTRACT WITH A US SUPPLIER FOR CAPITAL EQUIPMENT AND/OR ADVANCED TECHNOLOGY CALLS FOR TRAINING OF BETWEEN TWO AND TWENTY IRAQIS, GENERALLY IN THE USA. IN FY 75 THIS ASPECT OF EXPORTING TO IRAQ MAY NET THE UNITED STATES ANOTHER 8 TO 20 MILLION DOLLRS. (B) MILITARY HARDWARE: IF THERE WERE A CHANGE IN US POLICY ON ARMS SALES TO IRAQ, IT IS NOT INCONCEIVABLE THAT FY 75 DEMAND FOR US PRODUCTS WOULD GROW BY A FURTHER 400 TO 600 MILLION DOLLARS. LOWRIE

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